



Create New
Proposal

Start Here

Resource Center : **SAMPLE PROPOSALS**

SAMPLE PROPOSALS | PROPOSAL MATERIALS | PROPOSAL TEMPLATES



Product Sales

View Sample



Fleet Optimization

View Sample

Proposal Management Center : PROPOSAL STATUS

PROPOSAL STATUS | SALES SUMMARY

Status	Proposal Name	Customer Name	Owner	Units	Potential Revenue
In-Process	Fleet Optimization Proposal	Dancing Pixels	REP, MNTSALES1	0	\$0.00
In-Process	Fleet Optimization #2	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In-Process	GEM Proposal	The Gallup Organization	MANAGER, MNTSALES	1	\$48,000.00
In-Process	Quick 1	ABC Corporation	REP, MNTSALES1	1	\$0.00
In-Process	Test Commission Cales	Blake Handler, Co.	MANAGER, MNTSALES	0	\$0.00
In-Process	Test Commission Cales	Blake Handler, Co.	MANAGER, MNTSALES	1	\$1,295.00
In-Process	FQ 620	fo 620	MANAGER, MNTSALES	10	\$10,500.00
In-Process	Sample	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In-Process	test analyze and compare reports 2	test analyze and compare 2	MANAGER, MNTSALES	0	\$0.00

Fig. 1

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ENCOMPASS ONLINE

Please select one

Create New Proposal > Customer/Location

PROPOSAL WORKFLOW

Proposal Name/Type

Customer/Location

Current Product Info

Solution Configuration

Proposal Summary

Generate Proposal

Proposal Name > Digital Imaging Solution ~
Please create or select a Customer to assign Location(s) for this proposal.

☒ Create New Customer/Location

Enter New Customer Name

ABC Corporation

NEXT

210

202

208

FIG. 2

1990

0347159344

6772 7

3	
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19

FAX 9660

1

10

1

6210

202

FIG. 3

Customer Location ABC Corporation
Department 402 Product Type 406 Brand 408
All All All SEARCH
Total Products for this Location: 1
Total Products for this Proposal: 1

Please enter Product Details for the following products.

#	Product	Usage (Mo.)	Equipment Cost	Service Cost	Del to
1	Konica:5370 Product ID 412 414 123441 Networked Copier : Segment5 (70-89 CPM) Dept: Administration	Usage / % Coverage Mono 60000 / 9% 416 418	Acquisition Type 420 Lease (CPC) 422 CPC .045 Min. Monthly Pages 50000 424	Base Pay(\$) 0.00 Overage(\$) .01 Vendor Konica Escalation 5%	

124 126

ENCOMPASS ONLINE

Please select one

112

124 126

124 126

View/Edit Proposal

Solution Configuration

Configure

Please select a Base Model to assign Configurations to this Proposal.

Base Model: ESTUDIO550

502

The following configurations have been saved for: ESTUDIO550.

524

522

Configuration Name	MSRP	508	Base Price	510	Created by	512	Assign
Estudio 550 Printing System	\$26,976.00		\$0.00		BTASALES1.REP		534

Configurations Assigned to this Proposal

Configuration/Group Name

MSRP

Base Price

Unassign

None Found

520

526

202

FIG. 5

ABC Corporation > Fleet Optimization #2

Quantity

Fleet Optimization

- 602

Products to be Replaced (by Type)

Product Type	Quantity Replaced	Total Monthly Usage		Total Mo. TCO
		Mono	Color	
Laser Printer	2	2,000	0	\$80.09
Copier	1	2,500	0	\$174.00
Total	3	4,500	0	\$254.09

Product Type

608

Quantity Replaced

620

Total Monthly Usage

612

Total Mo. TCO

614

Laser Printer

2

2,000

0

\$80.09

Copier

1

2,500

0

\$174.00

Total

3

4,500

0

\$254.09

Please enter Quantity and Average Monthly Usage to calculate Extended Payment.

606

Plan (36 Months FMY Lease)

Billing Cycle (Monthly)

Lease Factor (0.02778)

Toner Included (No)

Annual Escalation Charge (No)

616

Configuration / Group Name	Qty	Avg. Mo. Usage	Costs		Earnings	
		Mono	Color	Equipment	TCO	Commission
eStudio 160 Standalone	1	4500		3599.71	156.00	N/A
		4500		3599.71	156.00	N/A
		4500	0	\$3,599.71	\$156.00	\$0.00
Total						

Configuration / Group Name

628

Qty

620

Avg. Mo. Usage

624

Costs

626

Earnings

628

eStudio 160 Standalone

1

4500

3599.71

156.00

N/A

4500

3599.71

156.00

N/A

4500

0

\$3,599.71

\$156.00

\$0.00

Total

622

624

626

628

622

624

626

628

Customer Benefits Summary

The customer benefits summary allows you to add details about the benefits of your proposal.

802

Top Customer Benefits

804

The proposed solution provides a number of powerful benefits including:

- Total Cost of Ownership will be reduced by \$5,885 over the next 60 months.
- New and enhanced product features including Copy, Print, Fax and Scan.
- 3 different supply items no longer need to be procured or stocked.

808

Top Product Features

- Copy, Print, Fax and Scan all in one compact footprint
- TWAIN-compatible scanning
- Improved image quality

812

Top Customer Benefits

818

Please select up to three Customer Benefits.

The proposed solution provides a number of powerful benefits including:

826

Cost Benefits

- Total Cost of Ownership will be reduced by \$5,885 over the next 60 months, a savings of 38.6%
- An average monthly reduction in Total Cost of Ownership of \$98.09 per month over the next 60 months
- Reduced outsourcing costs by \$0.00 annually

820

Productivity Benefits

- New and enhanced product features including Copy, Print, Fax and Scan all in one compact footprint, TWAIN-compatible scanning and Improved image quality
- Streamlined Document Workflow
- Improved Document Management and Organization
- Minimized space requirements

822

Fig. 8

820

516

824 826

